OPEN MEETING ITEM 4/17/03

WILLIAM A. MUNDELL CHAIRMAN

> JIM IRVIN COMMISSIONER

MARC SPITZER COMMISSIONER

JEFF HATCH-MILLER COMMISSIONER

> MIKE GLEASON COMMISSIONER

ORIGINAL 61S

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TELEPHONE: (602) 542-4242 FAX: (602) 594-7470 E-MAIL: accsec@ccsd.cc.state.az.us

ARIZONA CORPORATION COMMISSION

MEMORANDUM

TO:

Chairman William A. Mundell

Commissioner Jim Irvin

Commissioner Marc Spitzer Commissioner Jeff Hatch-Miller

Commissioner Mike Gleason

FROM:

Mark Sendrow

Director of Securities

DATE:

March 31, 2003

RE:

Gregory B. Gill and Martin & Griffin, LLC, Docket No. S-03472A-02-0000

Arizona Corporation Commission

DOCKETED

APR 0 3 2003

DOCKETED BY

(Scottsdale Financial Funding Group, LLC, et al.)

CC:

Brian C. McNeil, Executive Secretary

Attached is a proposed Order to Cease and Desist, Order of Restitution, Order for Administrative Penalties, and Consent to Same (Order), fully executed by Gregory B. Gill for himself and for his limited liability company, Martin & Griffin, LLC. The proposed order finds violations of the Securities Act, including the sale of unregistered securities and misrepresentations and omissions in the sale of securities.

On March 29, 2002, the Division filed a Notice against Mr. Gill and others, alleging that Respondents were involved in the offer and sale of investment contracts, i.e., securities, within and from Arizona, from around 1997 through 2001. The investment contracts included membership interests in limited liability companies and factoring programs, involving the purchase of uncollected corporate accounts receivable and consumer debt, at a discount, with the promise of profits from the collection of the receivables and debt.

In the proposed Order, these Respondents have consented to make full restitution to the 68 investors who were solicited by Mr. Gill and the two salesmen he recruited to sell these securities, totalling \$6,957,222, plus interest from the date of the investments, and to pay administrative penalties in the amount of \$25,000. The Commission entered orders against the salesmen, Tad Lyn Ulrich and Wallace Butterworth, and their respective companies, and Hayden Keith Holland and his company Scottsdale Financial Funding Group, LLC, on January 28, 2003.

Memo to Commissioners re: Gregory B. Gill April 17, 2003 Page Two

Respondents have agreed that they will not offer or sell, directly or indirectly, securities or provide investment advisory services, within or from Arizona, and that they will not apply for registration as a securities salesman or dealer, or licensure as an investment adviser or investment adviser representative in Arizona.

MS: ptj

W/ attachments

Originator: Pamela T. Johnson

Assistant Attorney General Assigned: Moira McCarthy

BEFORE THE ARIZONA CORPORATION COMMISSION

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3	MARC SPITZER Chairman	
4	JIM IRVIN Commissioner WILLIAM A. MUNDELL	
5	Commissioner JEFF HATCH-MILLER	
6	Commissioner MIKE GLEASON Commissioner	
7	In the matter of	
8	SCOTTSDALE FINANCIAL FUNDING) DOCKET NO. S-03472A-02-0000)
9	GROUP, LLC 4000 North Scottsdale Road Scottsdale, AZ 85251) DECISION NO
10 11	MARTIN & GRIFFIN, LLC 4000 North Scottsdale Road Scottsdale, AZ 85251	ORDER TO CEASE AND DESIST, ORDER OF RESTITUTION, ORDER FOR ADMINISTRATIVE PENALTIES AND
12 13 14	GREGORY B. GILL aka GREGORY R. GILL, 4015 N. 78 th St. #141 Scottsdale, AZ 85251	CONSENT TO SAME BY: RESPONDENTS GREGORY B. GILL and MARTIN & GRIFFIN, LLC Output
15 16	HAYDEN KEITH HOLLAND 5618 E. Montecito Phoenix, AZ 85018-3223	
17 18	TAD L. ULRICH & ASSOCIATES, LLC 13386 North 88 th Place Scottsdale, AZ 85260	
19 20	TAD LYN ULRICH 13386 North 88 th Place Scottsdale, AZ 85260	
21 22	SENIOR ADVISORY SERVICES, LLC 1401 Kimdale Street Lehigh Acres, Florida 33936	
23 24	WALLACE BUTTERWORTH 1411 East Orangewood Avenue #239 Phoenix, AZ 85020	
25	Respondents.	
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RESPONDENTS GREGORY B. GILL ("GILL") and MARTIN & GRIFFIN, LLC ("M&G") elect to permanently waive any right to a hearing and appeal under Articles 11 and 12 of the Securities Act of Arizona, A.R.S. § 44-1801 et seq. ("Securities Act") with respect to this Order To Cease And Desist, Order of Restitution, Order for Administrative Penalties and Consent to Same ("Order"). GILL and M&G admit the jurisdiction of the Arizona Corporation Commission ("Commission"); admit only for purposes of this proceeding and any other administrative proceeding before the Commission or any other administrative agency of the State of Arizona the Findings of Fact and Conclusions of Law contained in this Order; and consent to the entry of this Order by the Commission. The statements and admissions made herein are made for the purpose of resolving disputed claims and it is the intention of the parties that any such statements or admissions shall not be admissible in evidence or usable in any manner in any other civil case or criminal prosecution, except for perjury, false swearing, tampering with physical evidence or any other offense committed in connection with this Order.

I.

FINDINGS OF FACT

- 1. MARTIN & GRIFFIN, LLC ("M&G") is an Arizona limited liability company organized on August 4, 1998, and was doing business in Arizona at all pertinent times. Its last known address is 4000 North Scottsdale Road, Scottsdale, Arizona. It was formerly located at 7336 E. Shoeman Lane, Suite 111, Scottsdale, Arizona 85251.
- 2. GREGORY B. GILL ("GILL") is an individual whose last known address is 19 Atherton, Irvine, California, 92620, and who formerly resided at 4015 N. 78th St. #141, Scottsdale, Arizona 85251. There is no evidence that GILL used the middle initial "R". GILL was a principal, owner, officer, director, or shareholder of M&G at all pertinent times.
- 3. On July 20, 1988, a federal grand jury indicted GILL and another co-founder of a company in Newport Beach, California called First Capital Corporation, alleging mail and wire fraud. A jury convicted GILL on one count of conspiracy and two counts of wire fraud relating to

charges of preparing a false financial statement used to defraud investors. GILL was sentenced to five years imprisonment, five years probation, and an order to pay \$89,300 in restitution. GILL appealed the conviction, and the judgment was affirmed by the United States Court of Appeals for the Seventh Circuit in Opinion No. 89-1372, *United States of America v. Gregory B. Gill*, decided on August 3, 1990.

- 4. Beginning in or around April 1999, GILL solicited investors in investment programs, including the M&G Factoring or Accounts Receivable Program and the Credit Investors, LLC Non-Performing or Consumer Debt Program, in which investors were told that they would receive profits from the management efforts of others.
- 5. GILL, M&G, and SCOTTSDALE FINANCIAL FUNDING GROUP, LLC ("SFFGG") agreed that certain sales agents would solicit private investors.
- 6. GILL and HAYDEN K. HOLLAND ("HOLLAND") distributed written materials to investors representing that "SFFG is a finance company that specializes in analyzing and acquiring select investment alternatives for the discriminating investor demanding better than average returns without taking undue risk." SFFG promised to provide investors with alternatives to the traditional market place, with returns that were competitive with stocks and bonds, and that would allow them to diversify their portfolio so that they were not dependent on the volatility that usually accompanies the traditional market place. Investors were assured that only quality investments would be made available for their benefit, and that SFFG was committed to provide them profitable investment alternatives, minimize risk, and provide high growth yield.
- 7. Beginning around April 1999, GILL solicited passive investments in a program involving the sale of membership interests in a series of companies called "Credit Investors, LLCs." GILL and SFFG distributed marketing materials to investors describing this investment program as a "Purchase of Non-Performing and Consumer Debt," with management services to be provided by SFFG.

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8. Beginning around July 1999, GILL and M&G solicited passive investments in another program involving factored receivables purchased from a Phoenix-based company, American Business Funding Group, Inc. ("ABF"). GILL, HOLLAND and M&G distributed marketing materials that represented that ABF's professional credit management team with over 20 years of experience would "perform all credit, accounting and other technical and servicing functions," and that ABF proposed to expand its business "by selling commercial accounts receivable to various independent third-party buyers. For this servicing and marketing function, ABF will receive a fee comprised of a portion of the gross fees earned by the buyer." Marketing materials referred to this program as "Factoring and Accounts Receivable Management" (the "M&G factoring program"). M&G was to purchase the accounts receivable, and the investors were to share in the profits of those investments.

"Purchase of Non-Performing and Consumer Debt Program"

- 9. Investor contracts for the "Purchase of Non-Performing and Consumer Debt" program include an "Operating Agreement" whereby the investor is to become a member of a limited liability company called "Credit Investors, LLCs," and a "Member Representation Agreement." The Operating Agreement represents that the nature of the business and of the purposes to be conducted and promoted by the Company shall be to engage the acquisition, collection and disposition of non-performing receivables. Salesmen describe the investment as involving "non-collected consumer credit card-type paper."
- 10. GILL and HOLLAND represented to investors in written promotional materials that their investments in the "Purchase of Non-Performing and Consumer Debt" program involve certain risks but that SFFG has taken steps to reduce the risks to investors. SFFG represents that those steps include a strategic partnership between SFFG and Intervention & Recovery Specialist Corp. (IRSC), a collections company that purportedly engages in the management and collection of consumer and commercial paper for profit. SFFG represents that IRSC has been successfully collecting on nonperforming commercial and consumer debt for over 38 years. SFFG further represents that

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"because IRSC scrutinizes the debt first hand, we know exactly what we are purchasing, thereby minimizing the risk to our investors."

- 11. Credit Investors, LLCs have made no filings with the Arizona Corporation Commission for authorization to operate in Arizona as limited liability companies.
 - 12. Distributions have not been paid to most investors since around October 2001.
- 13. From April 1999 through November 2001, GILL and the sales agents referenced in paragraph 5 solicited at least 25 investors, mostly Arizona residents, in the non-performing and consumer debt "Credit Investors, LLC" program, resulting in investments of at least \$2,461,823. Of these approximately 25 investors, GILL personally solicited at least \$115,000 from at least one investor.

"Factoring and Accounts Receivable Management Program"

- 14. GILL and M&G told some investors that ABF and third parties manage and monitor the investment and do everything to service the investors; that SFFG and M&G and their principals have a procuring agreement with ABF and perhaps other suppliers of factored paper, under which SFFG and/or M&G own the receivables and that investors will share the profits from administration of the factored paper; that investors can get a distribution quarterly or reinvest the dividends, accrued quarterly, for a one-year, two-year, or three-year term; that at the end of the investment term, investors will get a return of their investment capital plus interest if any has accrued, or they have an opportunity to reinvest if they choose.
- 15. GILL and M&G gave investors promotional materials that described the commercial factoring program as a "Factoring and Accounts Receivable Management" program. Investor contracts included an "Accounts Receivable Purchase Agreement" and a "Purchaser Representation Agreement."
- 16. Investors were given no disclosure documents relating to the financial condition of M&G or it principal, GILL.

- 17. Investors were given no background or financial information concerning the debtors who were allegedly obligated to pay the receivables.
- 18. The contracts include statements that the investors are all "accredited," as that term is defined under securities laws, although many of the investors were not accredited investors.
- 19. SFFG represented in written promotional materials provided to investors prior to their investments that SFFG receivables, in most cases, are insured to their full-face amount by insurance provided by nationally-known insurance companies and that debtors are financially sound. However, contrary to the representations contained in the promotional materials, the Purchaser Representation Agreements state: "Certain of the Receivables purchased from M&G are or will be insured to a limited extent by certain insurance policies. However, not all of the Receivables will be covered by insurance, and thus no Purchaser should acquire Receivables in reliance on insurance."
 - 20. Investors were given no specific information concerning the alleged insurance.
- 21. SFFG promotional materials provided to investors through sales agents prior to their investments represent that "You are secured by an assignment of our security to you plus we pass title to the purchased invoices to your entity. SFFG manages the entire process on your behalf" However, contrary to these representations, there is no provision in the investor contracts for assigning security or passing title to purchased invoices to the investor, or for providing any security for the investments.
- 22. Except for one investor, whose funds were initially paid directly to ABF, investors' funds were paid to M&G. Although the records of ABF reflect some investment by M&G, there is no record on the books of ABF reflecting any investment by or on behalf of any of M&G's individual investors.
- 23. On February 24, 2000, ABF filed a petition in the United States Bankruptcy Court for the District of Arizona, for protection under Chapter 11 of the United States Bankruptcy Code.
- 24. Sometime prior to December 1999, according to ABF's bankruptcy filings, ABF allegedly discovered that its controlling principal, Angelo Tullo, had been engaging in fraudulent

activities including forging signatures to create phony receivables and companies; destroying documents and altering bank statements, client statements, buyer accounts, and other records; and misappropriating ABF investor funds "to support his lavish lifestyle and to further his ponzi scheme." As a result of the alleged fraudulent activities of former management, ABF estimated that investors lost about \$8 million.

- 25. Individual private investors in M&G, whose funds were used to invest in ABF, were not identified as creditors in the ABF bankruptcy.
- 26. After February 2000, ABF was reorganized under new management and continued operations as New Horizon Capital, Inc. ("New Horizon"). New Horizon solicited no new private investors.
- 27. Although GILL and M&G continued to solicit new investors and new funds after ABF's bankruptcy, SFFG and M&G invested no new funds in New Horizon and purchased no receivable paper from New Horizon or ABF since February 2000.
 - 28. Distributions have not been paid to most investors since around October 2001.
- 29. From April 1999 through December 2001, GILL and M&G and their sales agents solicited at least 43 investors, mostly Arizona investors, resulting in investments of at least \$4,495,399 in M&G's Factoring and Accounts Receivable Management program. Of these approximately 43 investors, GILL personally solicited at least \$1,150,000 from at least eight investors.
- 30. In connection with the offer or sale of securities within or from Arizona, GILL and M&G directly or indirectly: (i) employed a device, scheme or artifice to defraud; (ii) made untrue statements of material fact or omitted to state material facts which were necessary in order to make the statements made not misleading in light of the circumstances under which they were made; and/or (iii) engaged in transactions, practices or courses of business which operated or would operate as a fraud or deceit upon offerees and investors. GILL and M&G's conduct includes, but is not limited to, the following:

8. GILL's and M&G's conduct is grounds for administrative penalties under A.R.S.

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§ 44-2036.

III.

ORDER

THEREFORE, on the basis of the Findings of Fact, Conclusions of Law, and GILL's and M&G's consent to the entry of this Order, the Commission finds that the following relief is appropriate, in the public interest, and necessary for the protection of investors:

IT IS ORDERED, pursuant to A.R.S. § 44-2032, that GILL's and M&G's, and any of GILL's and M&G's agents, employees, successors and assigns, permanently cease and desist from violating the Securities Act.

IT IS FURTHER ORDERED, pursuant to A.R.S. § 44-2032, that GILL and M&G, jointly and severally, shall pay restitution to investors shown on the records of the Commission, pursuant to A.A.C. R14-4-308(C), in the amount of \$6,957,222, together with interest at the rate of 10% per annum from the date of the purchase payment to the date of repayment, less the amount of any principal, interest, or other distributions received on the security for the period from the date of purchase payment to the date of repayment, and subject to any legal set-offs for payments or collections from any other Respondents, verified by the Director of Securities. Payment shall be made by cashier's check or money order payable to the "State of Arizona" to be placed in an interest-bearing account maintained and controlled by the Arizona Attorney General. The Arizona Attorney General shall disburse the funds on a pro rata basis to investors. Any funds that the Attorney General is unable to disburse shall revert to the state of Arizona.

IT IS FURTHER ORDERED that all any distributions, profits, revenue, and proceeds from the purchase or sale of factoring paper from ABF, now known as New Horizon Capital, Inc., and any distributions or returns from the use of investors' funds currently held by, or due in the future from New Horizon Capital, Inc. as a result of investments in ABF, shall be paid in the form of a cashier's check or money order payable to the "State of Arizona" to be placed in an interest-bearing account maintained and controlled by the Arizona Attorney General. The Arizona Attorney General shall

disburse the funds on a pro rata basis to certain investors shown on the records of the Division who invested in M&G's factoring program prior to ABF's bankruptcy. IT IS FURTHER ORDERED that all other distributions, profits, revenue, and proceeds from the use of funds solicited by GILL and M&G through the two programs described in this Order shall be paid in the form of a cashier's check or money order payable to the "State of Arizona" to be placed in an interest-bearing account maintained and controlled by the Arizona Attorney General to be disbursed on a pro rata basis to investors as shown on the records of the Division. IT IS FURTHER ORDERED that GILL and M&G shall notify the Commission of any funds received by GILL and/or M&G or any of their agents, employees, successors and assigns, as a result of the use of investors' funds invested in or through M&G, SFFG, and/or Credit Investors, LLCs. IT IS FURTHER ORDERED, pursuant to A.R.S. § 44-2036, that GILL and M&G, jointly and severally, shall pay administrative penalties in the amount of \$25,000. Payment shall be made

in full by cashier's check	c or money order on the date	te of this Order, payable to the "	State	
Arizona." Any amount outstanding shall accrue interest at the rate of 10% per annum from the				
date of this Order until paid in full.				
BY OR	DER OF THE ARIZONA CO	ORPORATION COMMISSION		
CITATO	GOLD (73370) TD			
CHAIRMAN	COMMISSIONER	COMMISSIO	NER	
COMM	MISSIONER	COMMISSIONER		
	official seal of th	he hereunto set my hand and caused the Commission to be affixed at city of Phoenix, this day, 2003.	the	
	BRIAN C. McNEII	<u>IL</u>		
	Executive Secretary	у		
DISSENT				
This document is available	in alternative formats by cont	tacting Shelly M. Hood, Executive		
Assistant to the Executive shood@cc.state.az.us.	Secretary, voice phone number	er 602-542-3931, E-mail		
(PTJ)				

CONSENT TO ENTRY OF ORDER

- 1. RESPONDENTS GREGORY B. GILL ("GILL") and MARTIN & GRIFFIN, LLC ("M&G"), admit the jurisdiction of the Commission over the subject matter of this proceeding. GILL and M&G acknowledge that they have been fully advised of their right to a hearing to present evidence and call witnesses and GILL and M&G knowingly and voluntarily waive any and all rights to a hearing before the Commission and all other rights otherwise available under Article 11 of the Securities Act and Title 14 of the Arizona Administrative Code. GILL and M&G acknowledge that this Order to Cease and Desist, Order of Restitution, Order for Administrative Penalties and Consent to Same ("Order") constitutes a valid final order of the Commission.
- 2. GILL and M&G knowingly and voluntarily waive any right under Article 12 of the Securities Act to judicial review by any court by way of suit, appeal, or extraordinary relief resulting from the entry of this Order.
- 3. GILL and M&G acknowledge and agree that this Order is entered into freely and voluntarily and that no promise was made or coercion used to induce such entry.
- 4. GILL and M&G acknowledge that they have been represented by counsel in this matter, they have reviewed this Order with their attorney and understand all terms it contains.
- 5. GILL and M&G admit, only for purposes of this proceeding and any other administrative proceeding before the Commission or any other administrative agency of the state of Arizona, the Findings of Fact and Conclusions of Law contained in this Order. The statements and admissions made herein are made for the purpose of resolving disputed claims and it is the intention of the parties that any such statements or admissions shall not be admissible in evidence or usable in any manner in any other civil case or criminal prosecution, except for perjury, false swearing, tampering with physical evidence or any other offense committed in connection with this Order.
- 6. By consenting to the entry of this Order, GILL and M&G agree not to take any action or to make, or permit to be made, any public statement denying, directly or indirectly, any Finding

of Fact or Conclusion of Law in this Order or creating the impression that this Order is without factual basis. GILL and M&G will undertake steps necessary to assure that all of their agents and employees understand and comply with this agreement. Nothing in this provision affects GILL's and M&G's testimonial obligations or rights to take legal positions in litigation in which an administrative agency of the State of Arizona is not a party.

- 7. While this Order settles this administrative matter between GILL and M&G and the Commission, GILL and M&G understand that this Order does not preclude the Commission from instituting other administrative proceedings based on violations unrelated to the Credit Investors, LLC Non-Performing or Consumer Debt Program or the M&G Factoring or Accounts Receivable Management Program that are not addressed by this Order. If additional investors solicited by GILL and M&G for these programs are identified by the Division after this Order is entered, they will share in the pro rata distribution of the restitution ordered against GILL and M&G.
- 8. GILL and M&G understand, subject to the terms of this Order, that this Order does not preclude the Commission from referring this matter to any governmental agency for administrative, civil, or criminal proceedings that may be related to the matters addressed by this Order.
- 9. GILL and M&G understand, subject to the terms of this Order, that this Order does not preclude any other agency or officer of the state of Arizona or its subdivisions from instituting administrative, civil or criminal proceedings that may be related to matters addressed by this Order.
- 10. GILL and M&G agree that they will not apply to the state of Arizona for registration as securities dealers or salesmen or for licensure as investment advisers or investment adviser representatives at any time in the future.
- 11. GILL and M&G agree that they will not exercise any control over any entity that offers or sells securities or provides investment advisory services, within or from Arizona.
 - 12. GILL and M&G agree that until restitution and penalties are paid in full, GILL and

M&G will notify the Director of the Securities Division within 30 days of any change in home 1 address or any change in their ability to pay amounts due under this Order. 2 13. GILL and M&G understand that default shall render them liable to the Commission for 3 4 its costs of collection and interest at the maximum legal rate. 14. GILL and M&G consent to the entry of this Order and agree to be fully bound by its 5 terms and conditions. 6 15. GILL represents that he is managing member of M&G and that he has been authorized 7 by M&G to enter into this Order for and on its behalf. 8 9 10 11 SUBSCRIBED AND SWORN TO BEFORE me this 26 day of FE 2003. 12 13 NOTARY PUBLIC 14 My Commission Expires: 15 16 17 MARTIN & GRIFFIN, LLC RAMZAN JATTALA Comm. # 1359643 18 ARY PUBLIC - CALIFORNIA 19 By Its Managing Member GREGORY B. GILL 20 SUBSCRIBED AND SWORN TO BEFORE me this 2003. 21 22 23 My Commission Expires: 24 25 26 RAMZAN JATTALA Comm. # 1359843 TARY PUBLIC - CALIFORNIA 14 Decision No.